Laffoon, Susan

From: David Nixon[SMTP:nixon@labware.com]
Reply To: David Nixon
Sent: Thursday, October 23, 1997 10:09 AM
To: mgoffman@goffman.com
Subject: Re: Reference

Good Morning Marty:

I have discussed this with both Jo and Vance and this is the situation. As you know, we are in the process of negotiating a world wide agreement with Philip Morris International. We are down to the last stages and Vance is meeting with their lawyer and negotiator Tom Pitigoff and Wolfgang Galka on Monday the 27th in White Plains. LabWare is taking the position that in order for us to justify the large discount we are offering to PMI, we need to reduce our cost of sales which suggests that we want to avoid this reference and demo procedure since we are a proven entity within PMI. We will update you on the situation after the meeting on Monday. Just out of curiosity, why do they want to talk to a pharmaceutical company?

Secondly, Vance asked whether the folks in Richmond are aware of the meeting in Paris Nov. 18. This will be PMI from around the world meeting with LabWare on the Genesis Project. It might make sense for them to be there. They will be able to talk with all the PMI users.

I know this complicates the situation but this is where we are.

Dave

Martin Goffman wrote:

> Hi David:
>
> Sorry I was on the telephone when you called.
>
> I need to contact your reference at Pharmacia & Upjohn. A Jo Webber
> explained to me, the proper protocol with the Europeans is apparently to
> let them know in advance who will be calling them and approximately
> when. Because of that she didn't give me a reference name or telephone
> number.
>
> I told her I would let her know when the proper time came and it is now.
>
> I want to call them Friday morning (our time) so it will be Friday about
> 4PM their time. It's for Philip Morris.
>
> I know that it's difficult to get in touch with Jo so I'm asking you for
> the reference.
>
> Thank you.
>
> Marty

--
David Nixon
LabWare, Inc.
Tsunami.....

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